

## MEDIA RELEASE

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### **GTA signs deal with Compass Hospitality to increase hotels offered in South East Asia**

- New partnership offers 43 hotels and spa resorts throughout Thailand and Malaysia.
- It means more choice for travel sellers and more customers staying at Compass Hospitality's properties

Leading global travel wholesaler GTA has signed a new partnership with Compass Hospitality to offer 43 Five-, four- and three-star hotels and spa resorts under four distinctive brands – Compass, Citrus, Citin and Ananda Spa – in Bangkok, Hua Hin, Pattaya, Phuket and Koh Samui, as well as Kuala Lumpur, Johor Bahru and Langkawi. The news will mean even more choice for businesses selling accommodation and travel, while bringing more of the world's travellers to stay at Compass Hospitality properties.

Tejinder Sidhu, Vice President Sales & Marketing for Compass Hospitality says: "Compass Hospitality and GTA have had a long working partnership and with the signing of the new distribution agreement, it is going to further cement our relationship and grow our business not only of the existing hotels but also establish business for the several new properties we are opening in the coming months."

Compass Hospitality benefits from GTA's new Margin Agreement contract which gives hotels flexibility in pricing and yield management. Given the rapid pace of change in travel and hospitality, Margin Agreements are an increasingly attractive option for many of GTA's partners.

Says Martin Jones, GTA's Senior Vice President for Global Sourcing and Commercial Management: "GTA makes it easy for hoteliers like Compass Hospitality to successfully market and sell their rooms to even more consumers worldwide. Our technology, privileged relationships and wealth of experience means travel businesses trust us to help them profit. As demand for fully independent travel (FIT) to and within Asia increases, travel sellers around the world will surely welcome this new partnership and our ever-expanding portfolio of hotels throughout Indonesia and beyond."

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#### Notes to Editors

- Powering global travel, GTA provides ground travel products and services for fully independent travel, supporting the biggest and best in travel. Part of Kuoni Global Travel Services, a division of Kuoni, GTA is trusted to deliver because of its wealth of experience, privileged relationships and on the ground expertise. Its technology solutions easily connect travel suppliers and sellers worldwide. Booking sites – GTA retail, Travel Cube and Travel Bound, as well as GTA wholesale – process over 21,000 bookings daily, in more than 25 languages. Connect now with GTA. [www.gta-travel.com](http://www.gta-travel.com)
- Compass Hospitality, one of Southeast Asia's fastest-growing hospitality management companies, manages and operates a wide portfolio of 46 hospitality properties across all market segments. Brand identities include Compass Hotels & Suites, Citrus Hotels, Citin Hotels and Ananda Spas. Compass' portfolio of properties includes hotels, resorts, executive serviced apartments and spas located in Bangkok, Pattaya, Hua Hin, Phuket and Koh Samui in Thailand; and in Kuala Lumpur, Johor Bahru and Pulau Langkawi in Malaysia. [www.compasshospitality.com](http://www.compasshospitality.com)